

Message Text

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DRAFTED BY EA/PRCM: PTLINCOLN, JR.

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FM SECSTATE WASHDC

TO USLO PEKING PRIORITY

AMCONSUL HONG KONG

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E.O. 11652: N/A

TAGS: BTRA

SUBJECT: BUSINESS VISITORS TO PRC: CHARLES ABRAMS

1. CHARLES ABRAMS OF CHINA TRADE CORPORATION HAS INFORMED DEPTOFF THAT HE AND PARTY OF FIVE OTHERS HAVE BEEN INVITED TO PEKING FOR DISCUSSION WITH TRADE CORPORATIONS ON VARIOUS ABRAMS PROJECTS. ABRAMS PARTY PLANS TO ARRIVE PEKING OCTOBER 28 VIA JAL. MRS. ABRAMS, ROBERT FILLET, JIM NG, AND MR. AND MRS. BOB BERRY WILL ACCOMPANY.

2. ABRAMS ALSO HAS EIGHT INVITATIONS TO CANTON FAIR AND IS SENDING A SEPARATE GROUP THERE CONSISTING OF THREE REPRESENTATIVES OF CHINA TRADE CORPORATION AND FOUR REPRESENTATIVES OF NEW CHINA TOY COMPANY (INCLUDING ONE WIFE). THIS GROUP WILL APPARENTLY BE ENGAGING IN USUAL TRADING ACTIVITIES.

3. FOLLOWING ARE SOME OF PROJECTS WHICH ABRAMS IS PRESENTLY PROMOTING: (A) CHINA FRIENDSHIP FAIR (CHINESE OBJECTED TO "MINI KWANGCHOW FAIR")--ABRAMS IS ACTIVELY PUSHING

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THIS IN THE U.S., AND IS CURRENTLY LOOKING FOR SPONSORS

IN EACH OF 32 CITIES WHERE HE HOPES FAIR WILL APPEAR. HE HAS HIRED A PUBLIC RELATIONS FIRM AND HAS HAD SOME GRAPHICS PREPARED. ABRAMS INTENDS TO HAVE A STORE AT THE FAIR WHICH WILL SELL CHINESE PRODUCTS TO FAIRGOERS. ONE OF PURPOSES OF PEKING TRIP IS TO CONTINUE NEGOTIATIONS WITH STATE TRADING ORGANIZATIONS FOR LONG TERM SUPPLY AGREEMENTS

FOR FAIR.ABRAMS HAS ASKED U.S. CUSTOMS TO PERMIT ENTRY UNDER TEMPORARY IMPORTATION BOND FOR ITEMS EXHIBITED AT FAIR. (B) DISPLAY OF CHINESE PRODUCTS IN NEW YORK CITY. ABRAMS HOPES TO BUY THREE OF EVERY TOY AND THREE OF EACH TYPE OF SPORTING GOODS PRODUCED BY CHINA NATIONAL LIGHT INDUSTRIAL PRODUCTS IMPORT AND EXPORT CORP. FOR SUCH A DISPLAY. (C) SELLING CHINESE PRODUCTS VIA A DIRECT MAIL CATALOGUE OWNED BY CHINA TRADE CORP. (D) COMMEMORATIVE ISSUE OF BRONZE AND SILVER MEDALS BY FRANKLIN MINT ON THE OCCASION OF THE CHINESE ARCHEOLOGICAL EXHIBIT VISIT TO U.S. (ABRAMS IS SEEKING NCUSCT COLLABORATION ON THIS PROJECT). (E) EXHIBIT OF CONTEMPORARY CHINESE PAINTINGS, OBTAINED IN MACAU, WHICH ABRAMS HOPES TO SHOW IN SAN FRANCISCO AND NEW YORK.

4. ABRAMS HAS GOOD ACCESS TO PRCLO. WHILE NOT ACTIVELY ENDORSING ANY OF HIS PROJECTS, THEY SEEM WILLING TO HEAR HIM OUT AND, IF ABRAMS' EFFORTS SEEMED TO GATHER MOMENTUM,PRESUMABLY WOULD BACK ANYTHING WHICH THEY THOUGHT MIGHT PROMOTE PRC IMPORTS. UNLIKE SOME U.S. IMPORTERS, ABRAMS TAKES LINE WITH CHINESE THAT PRC PRODUCTS CAN SELL IN U.S. MARKET NOW, WITH MINIMUM ADAPTATION. WE UNDERSTAND ABRAMS HAS CONTINUED TO MAINTAIN HIS ASSOCIATION WITH S. VANN LUNG ON SOME OF THESE BUSINESS VENTURES. INGERSOLL

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